



## **Acquisition FAQ**

For Fresche Legacy Web site,  
September, 2014

## Preface

This document contains answers to frequently asked questions about the Fresche Legacy acquisition of looksoftware.

## FAQ

### 1. What are we announcing?

As of September 16, looksoftware has joined the Fresche Legacy family. looksoftware is a market leading Application Modernization company with solutions that transform traditional 5250 (green screen) systems - modernizing, connecting and opening them to meet the needs of today's end users. This includes RPG GUI, mobile and web services, and SOA enabling solutions. Combined with Fresche Legacy's products and services, this merger now makes Fresche Legacy one of the largest vendors in the IBM i market AND the only one offering end-to-end application management and modernization capabilities and extensive services to help organizations better maintain, manage, enhance and evolve their IBM i environments.

### 2. What does this mean?

The two companies have come together to create an unstoppable force in the IBM i space, offering a holistic approach to application management and modernization, including advanced and innovative products and an all-encompassing services offering.

**This merger was a great fit for many reasons.**

#### Good business fit

- Broadens the current portfolio of application management and modernization tools and technologies
- Establishes a stronger foothold in the IBM i space
- A lot of complementary pieces (Addition of GUI Web, Mobile and SOA)
- Further extending global reach (Fresche in North America and India, looksoftware in Asia Pacific)
- Part of executing on Fresche Legacy's strategy of growth through acquisition

#### Cultural fit

- Both entities are driven by customer satisfaction
- Both entities share a synergy in our business philosophy and company values
- Both looksoftware and Fresche Legacy employee tenure is comparable

Together, Fresche Legacy and look are better positioned to take a leading spot in the application management and modernization market and to grow.

### 3. What is the benefit to Fresche Legacy?

- looksoftware adds 15 years of experience and a product suite that is recognized top 3 in their market
- looksoftware brings 20 years of IBM i industry knowledge and expertise to the portfolio innovating application modernization on many levels
- 2000 new customers to cross promote and sell legacy management and modernization solutions
- Adds automated, easy-to-use, sophisticated UI Modernization tool to the portfolio, which was a major missing component to our offering
- Geographic expansion with addition of Australia and various other regional offices in Europe and Asia

**4. How does this benefit Fresche Legacy customers?**

Enhances Fresche Legacy offerings to customers through:

- Broadened application modernization solution offering creating a one-stop modernization partner for the IBM i community
- New geographic locations expanding our market reach
- Market-leading, proven products and solutions to GUI-, Mobile- and SOA-enable IBM i applications and integrate with enterprise systems
- Many years of expertise and knowledge of the IBM i market and its technologies

**5. What are the benefits to looksoftware?**

- Fresche is a 37-year market leader in Legacy Modernization and Legacy Management with approximately 112 employees and contractors. We have a long history of developing a wide variety of software and delivering large-scale modernization projects. With looksoftware, employees will be at 138.
- Fresche has strong North American presence with its corporate office in Montreal.
- Through the acquisition, looksoftware's capability will expand with addition of Fresche Legacy portfolio of products and services. The service offerings are a key area that looksoftware had a desire to grow.
- Fresche has a sizable sales and marketing group that will be promoting the looksoftware products and services
- Deep expertise in delivering full service turnkey modernization projects for very large clients.

**6. How does this impact looksoftware customers?**

- All of looksoftware's products are very much strategic to the future and growth of Fresche Legacy and we will continue to invest in them.
- Impact to the products: Customers can expect the products will only get better.
- New product and service offerings that looksoftware wasn't able to offer before.

**7. What Fresche Legacy and looksoftware employees can expect in the coming weeks and months.**

There are a lot of integration activities that need to be done over the coming months.

- Integrating product development and technical teams from Fresche and looksoftware
- Orientation for looksoftware employees
- Knowledge transfer between teams
- Product development and support for all products will continue as-is for the time-being

**HERE'S TO A GREAT NEW FUTURE!!**